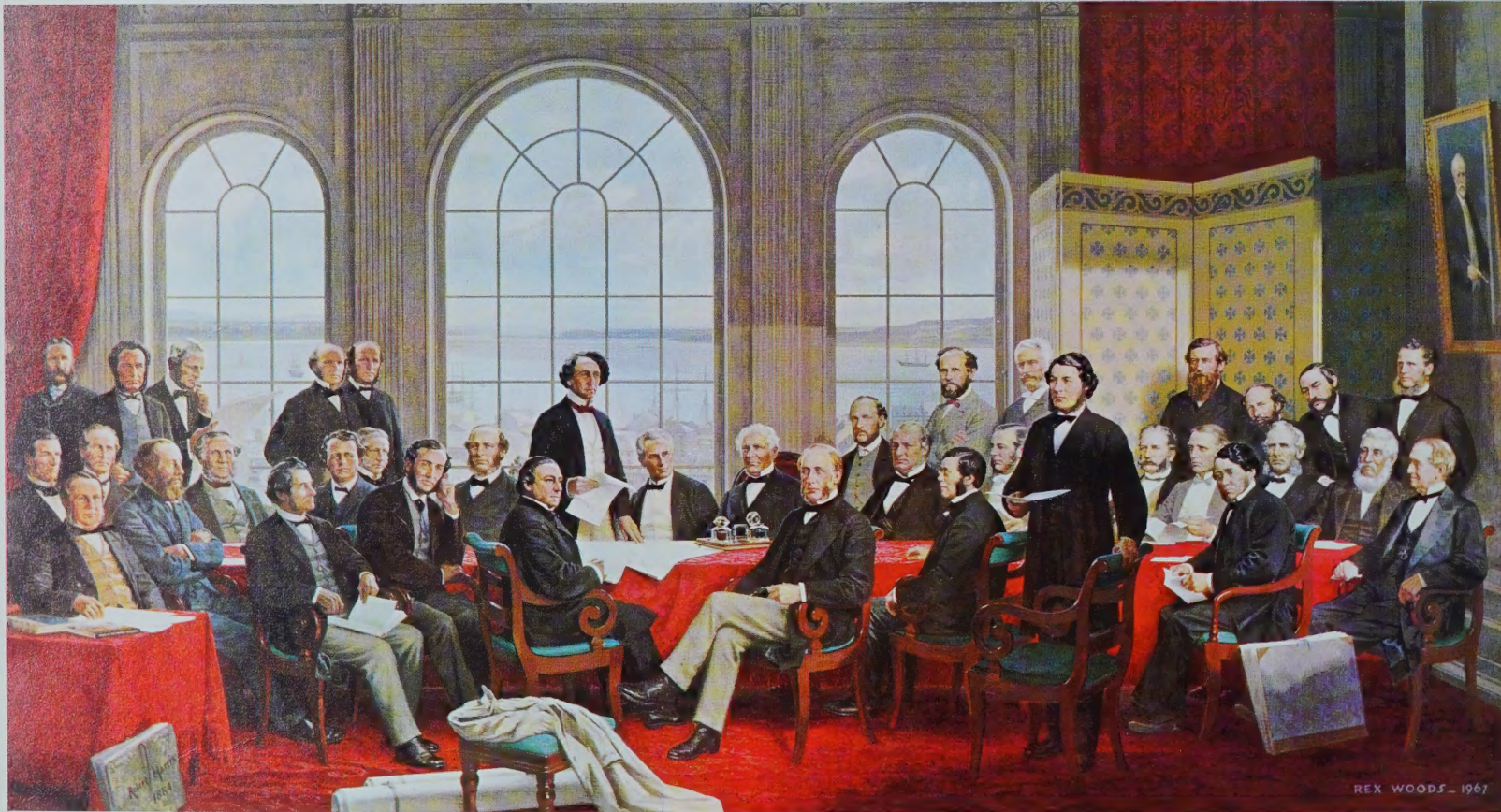


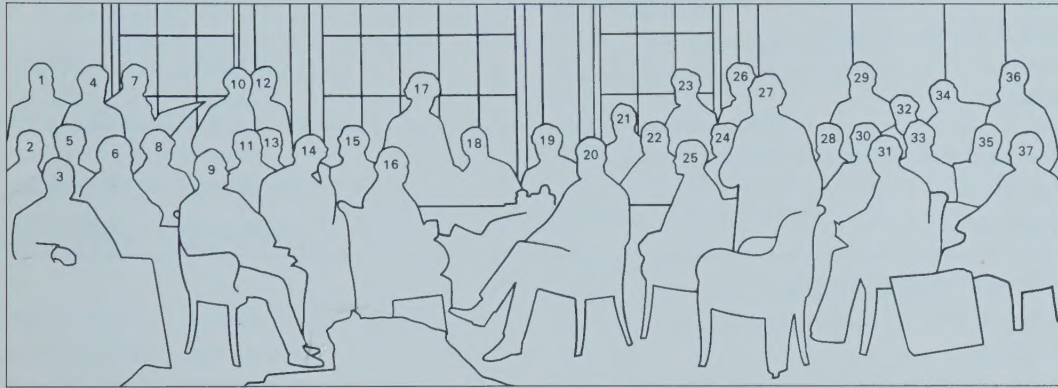
Confederation Life 95TH ANNUAL REPORT 1966
ASSOCIATION



THE FATHERS OF CONFEDERATION



A TREASURE RESTORED



1. Hewitt Bernard, Secretary
2. William H. Steeves, N.B.
3. Edward Whelan, P.E.I.
4. William A. Henry, N.S.
5. Charles Fisher, N.B.
6. John Hamilton Gray, P.E.I.
7. Edward Palmer, P.E.I.
8. George H. Coles, P.E.I.
9. S. Leonard Tilley, N.B.
10. Frederic B. T. Carter, Nfld.
11. Jean Charles Chapais, Canada
12. J. Ambrose Shea, Nfld.
13. Edward B. Chandler, N.B.
14. Alexander Campbell, Canada
15. Adams G. Archibald, N.S.
16. Hector L. Langevin, Canada East
17. John A. Macdonald, Canada West
18. George Etienne Cartier, Canada East
19. Sir Etienne P. Taché, Canada
20. George Brown, Canada
21. T. Heath Haviland, P.E.I.
22. Alexander T. Galt, Canada
23. Peter Mitchell, N.B.
24. James Cockburn, Canada West
25. Oliver Mowat, Canada
26. Robert B. Dickey, N.S.
27. Dr. Charles Tupper, N.S.
28. John Hamilton Gray, N.B.
29. William H. Pope, P.E.I.
30. William McDougall, Canada
31. Thomas D'Arcy McGee, Canada
32. Andrew A. Macdonald, P.E.I.
33. Jonathan McCully, N.S.
34. John M. Johnson, N.B.
35. Robert D. Wilmot, N.B.
36. William P. Howland, Canada
37. John W. Ritchie, N.S.

Portrait: Robert Harris, CMG, RCA

In 1883 the Canadian government commissioned 34-year-old Robert Harris to record the Charlottetown Conference of 1864. His painting was to include the 23 Fathers who met there and the secretary, Hewitt Bernard. Asked to change the setting to the Quebec Conference later the same year, he rearranged the picture and added 10 figures. While the preliminary sketching was done in Charlottetown, the actual painting was executed in a Montreal studio, in a building where Confederation Life once had offices.

The painting was completed and unveiled in May, 1884 in the Parliament Buildings in Ottawa. While Harris was honeymooning in Europe it was extensively photographed, and he lost any royalties from copyright. In 1910 it travelled to England, was shown at the Festival of Empire in 1911 in a third-size model of Canada's Parliament Buildings, and returned home. Ironically, it was destroyed when the centre block of the buildings burned on February 3, 1916.

Restoration of this lost heirloom and its presentation

to the Canadian nation constitutes Confederation Life's main Centennial project.

The painting reproduced on the opposite page is the minutely precise preliminary model by Rex Woods, responsible for twelve of the works in the company's Canadian historical collection. His final painting for presentation in the House of Commons measures 14 by 8 feet framed. Representing five years of research, it includes the three Fathers who were officially recognized during the Diamond Jubilee in 1927, as delegates to the London Conference of 1866. Seated at the right is John W. Ritchie, Nova Scotia, and beside him Robert D. Wilmot, New Brunswick. Standing behind is Sir William P. Howland, who was one of the founders of Confederation Life and its president for 28 years. The portrait above is a tribute to Robert Harris, CMG, RCA, the original artist. Like Rex Woods, he was captivated by the depth of character of the statesmen he was portraying, and by their determination to make their vision of union a reality!

La version française de ce Rapport Annuel sera envoyée sur demande à toute personne intéressée.

1966 ACHIEVEMENTS AT A GLANCE



Sir John A. Macdonald, Canada West, is flanked (left) by Sir Adams G. Archibald, Nova Scotia; Sir Hector L. Langevin and Sir George Etienne Cartier, both Canada East.

	1965	1966
New Business—Premiums	Amount	
Individual	\$ 6,229,000	\$ 7,345,000
Group	8,768,000	12,157,000
New Business—Amounts		
Individual Life	284,907,000	323,202,000
Group Life	300,069,000 584,976,000	345,917,000 669,119,000
Business in Force—Amounts		
Individual Life	2,167,393,000	2,306,401,000
Group Life	1,816,205,000	2,106,057,000
Annuities and Pensions (Equivalent Basis)	684,987,000	637,283,000 5,049,741,000
Health Insurance in Force—Premiums	21,656,000	31,208,000
Benefits		
Contractual Payments to Policyowners and Beneficiaries	63,233,000	75,868,000
Dividends and Refunds to Policyowners	8,743,000	9,817,000
Assets	630,858,000	662,203,000
Reserved Surplus	50,690,000	52,775,000
Rate of Investment Income Earned net of Investment Expenses	5.72%	6.02%

DIRECTORS

J. K. Macdonald, President

Director, Canada Permanent Trust Company
Director, Consumers' Gas Company

D. A. McIntosh, Q.C., Vice-President

Director, Argus Corporation Limited
Director, Bank of Montreal

C. D. Devlin, Vice-President

G. M. Black, Jr.

Director, Argus Corporation Limited
Director, Dominion Tanners Limited

R. F. Chisholm, O.B.E.

Executive Vice-President and Director,
Dominion Stores Limited
Director, R. L. Crain Limited

P. P. Daigle

Director, RCA Victor Company Limited
Director, Dominion Stores Limited

J. C. Davidson

Executive Vice-President, Confederation Life
Association

H. G. De Young

Director, The Toronto-Dominion Bank
Director, Concast Incorporated, New York

C. M. Harding, O.B.E.

President, Harding Carpets Limited
Director, The Toronto-Dominion Bank

G. E. Mara

President and Director, William Mara Company
Limited
Director, McLarens Foods Limited

R. H. L. Massie

President, The Dominion Insurance Corporation
Director, Firemen's Insurance Company of Newark,
New Jersey

H. C. F. Mockridge, Q.C.

Director, The International Nickel Company of
Canada, Limited
Director, Bank of Montreal

A. Monast, Q.C.

Director, Canadian Imperial Bank of Commerce
Director, Noranda Mines Limited

M. O. Simpson, Jr.

Chairman, Dover Corporation (Canada) Limited
Director, Montreal Trust Company

J. L. Trumbull, C.B.E.

President, Trumbull Lyons Ltd.
Director, B.C. Power Corporation Limited

J. P. R. Wadsworth

Vice-Chairman, Canadian Imperial Bank of
Commerce
Director, Pilot Insurance Company



John K. Macdonald, President

The Directors report another outstanding year for Confederation Life Association as demonstrated by the accompanying Statement of Operations and the Balance Sheet as at the 31st of December, 1966. Additional information is included in this and other pages.

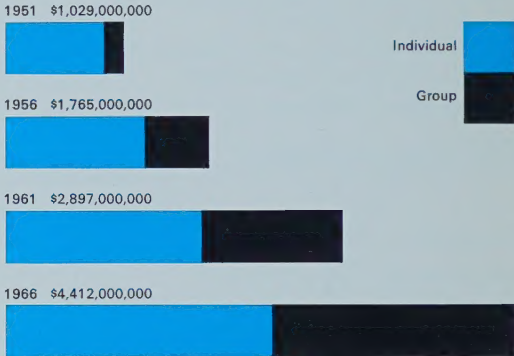
Premiums on new policies sold by the Field Force amounted to \$19,502,000. Of this total, \$12,157,000 was from Group policies, a gain over 1965 of no less than 38%, while \$7,345,000 was from Individual policies, an increase over 1965 of 18%.

These premiums purchased Group Life sums assured of \$345,917,000, and Individual Life sums assured of \$323,202,000.

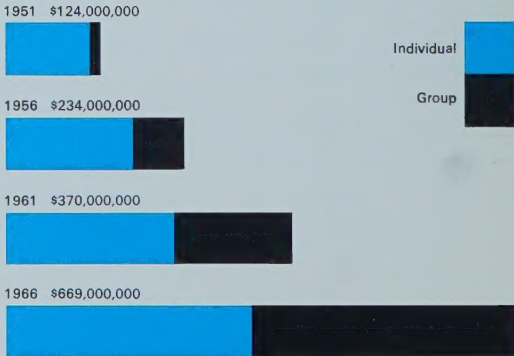
Considerable contribution to the total sales results also came from the Association's growing Health business, new premiums from which increased during the year by 60%. In addition, new premiums to purchase annuities amounted to \$1,869,000 during the year.

Life insurance in force totals \$4,412,458,000 which, together with the equivalent annuities in force, now amounts to over \$5 billion in force. Assets covering the liabilities and surplus amount to \$662,203,000.

**Individual and Group
Life Insurance in Force**



New Life Insurance Business



Highlights of 1966

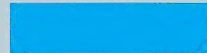
We feel that the major reorganization referred to in our report last year and implemented in 1966 has contributed greatly to these splendid results. The growth of the Association during 1966 is quite evident in the various statistics already cited.

Still further growth is anticipated in 1967. This will be aided by the opening, in 1966, of eight new Branch Offices and General Agencies in Canada, the United States, and the Caribbean areas.

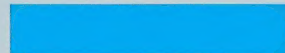
Reference is made to certain developments contributing to this growth because they are themselves comparatively recent innovations. One is the sale of Long-Term Disability Group benefits. These constitute an increasingly important segment of our Group business. The other is the establishment of segregated funds which, in the Group Pension field, make available to our clients a flexible method of providing pensions for their employees. We are also offering to individual insurers segregated fund options which may be added to their basic insurance policies.

Assets

1951 \$261,000,000



1956 \$362,000,000



1961 \$499,000,000

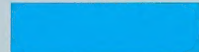


1966 \$662,000,000



Reserved Surplus

1951 \$19,000,000



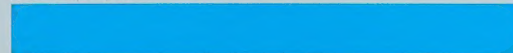
1956 \$28,000,000



1961 \$38,000,000



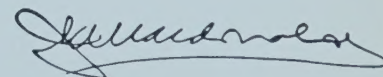
1966 \$52,000,000



The Board is pleased also to record that in December, 1966 it approved increases in the level of dividends in many important areas of the Association's activities for the sixth year in succession.

For these most gratifying results the Board extends thanks to the field and office staffs of the Association throughout the world.

In ending this report, reference should be made to the Association's Centennial project of commissioning the repainting of the Robert Harris portrait of the Fathers of Confederation for presentation to the nation. In addition, the Association is taking part in the Meditheatre exhibition sponsored by the life insurance companies in Canada at Expo 67. Both projects are well advanced.



President

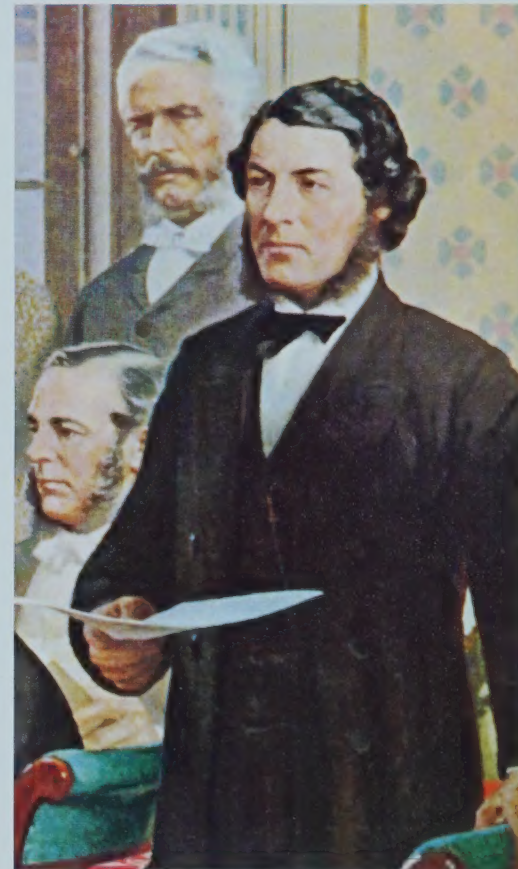
BALANCE SHEET AS AT DECEMBER 31, 1966



Sir Etienne Paschal Taché, chairman at Quebec, did not live to see the fruits of his labour. He died July 30, 1865 at age of 70. In foreground is Brown of *The Globe*.

Assets which assure fulfilment of liabilities	1965	1966
Bonds and Stocks	\$307,122,708	\$301,182,341
The values of these securities as authorized by the Department of Insurance, Canada, are, in the aggregate, greater than book values converted at corresponding rates of exchange. Included in the holdings are 100,000 shares of the Association's capital stock carried at \$1,800,000 (1966).		
Mortgage Loans and Sale Agreements on Real Estate	237,401,332	269,543,778
Segregated Investments	9,685,577	13,040,728
Head Office Premises and Properties Purchased for Income	15,854,400	17,665,319
Loans on Policies	32,994,650	36,918,466
Policyowners have borrowed these monies by using their policies as collateral security.		
Cash on Hand and in Banks, Including Time Deposits	9,516,752	3,919,578
These cash balances are carried to make prompt payment of all liabilities falling due.		
Interest and Rents Earned but not yet Received	7,898,968	8,174,617
Interest on investments is earned continuously, but is collected only on specific interest due dates.		
Premiums in Course of Collection and Other Assets	10,383,866	11,758,329
Auditors' Report		
We have examined the balance sheet of Confederation Life Association as at December 31, 1966 and the statement of operations for the year ended on that date. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances; the liability to provide for payments guaranteed under insurance and annuity contracts and the dividends to be paid to policyholders were determined and certified by the Association's Actuary.		
Based on our examination and the certificate of the Actuary, we report that in our opinion the accompanying balance sheet and the related statement of operations present fairly the financial position of the Association as at December 31, 1966 and the results of its operations for the year ended on that date.		
The assets and liabilities in currencies other than Canadian are shown at book rates which approximate current rates. If current rates had been used, the surplus as shown would be increased.		
Toronto, Canada, January 18, 1967	\$630,858,253	\$662,203,156
Clarkson, Gordon & Co., Chartered Accountants		

Liabilities to policyowners, beneficiaries and others	1965	1966
Policyowners' Insurance and Annuity Reserve	\$507,890,310	\$519,304,297
The amount required, in addition to future premiums and interest, to ensure the payment of benefits under insurance and annuity contracts.		
Policyowners' Deposits at Interest	31,234,431	33,013,126
Policy proceeds, amounts to pay future premiums and dividends left with the Association to be accumulated at interest.		
Segregated Funds	9,685,577	13,040,728
Policy Benefits in Process of Payment	13,499,098	17,185,442
Claims for which documents not complete and provision for those of which advice not yet received.		
Dividends and Refunds to Policyowners	8,913,997	10,183,366
Provision for dividends and refunds payable in the next and later years.		
Other Liabilities	7,944,391	6,600,493
Amounts received and not yet allocated, together with provision for taxes and other expenses.		
Contingency Reserve	—	9,100,000
Capital Stock	1,000,000	1,000,000
100,000 shares of \$10 par value.		
Reserved Surplus	50,690,449	52,775,704
This amount is held in reserve to reinforce the Association's security.		
	<u>\$630,858,253</u>	<u>\$662,203,156</u>



Dominant figure is Dr. Charles Tupper, Nova Scotia. Seated is James Cockburn, who was first Speaker of the House after Confederation. Robert B. Dickey represented Nova Scotia.

STATEMENT OF OPERATIONS FOR THE YEAR ENDED DECEMBER 31, 1966



In profile is Sir Samuel Leonard Tilley, provincial secretary, New Brunswick. Jean Charles Chapais was commissioner of public works, Canada, and attended only Quebec Conference.

	1965	1966
Income		
Premiums from Policyowners	\$103,456,605	\$108,233,107
Interest, Dividends and Rents from Investments, less Investment Expenses	<u>33,579,654</u>	<u>37,185,331</u>
	<u>\$137,036,259</u>	<u>\$145,418,438</u>
Use of Income		
Death Claims	\$ 19,131,274	\$ 20,725,717
Endowments Matured	7,685,278	8,889,081
Annuity Payments	4,522,741	5,076,753
Disability and Health Benefits	16,574,293	23,352,513
Surrender Payments	13,795,524	16,233,996
Interest to Policyowners	1,523,548	1,590,759
Dividends and Refunds Paid to Policyowners	<u>8,743,486</u>	<u>9,817,025</u>
For Policyowners and Beneficiaries	\$ 71,976,144	\$ 85,685,844
Increase in funds necessary for future contract payments, dividends and refunds	34,366,647	25,801,061
Service and Sales Expenses	16,776,697	18,582,525
Administration Expenses	4,918,744	5,319,448
Government Taxes and Licence Fees	<u>2,302,110</u>	<u>2,448,747</u>
	<u>\$130,340,342</u>	<u>\$137,837,625</u>
Net Income for the Year	\$ 6,695,917	\$ 7,580,813
Add (Deduct)		
Net Profit or (Loss) on investment transactions	(1,169,701)	(1,483,163)
Writedown of asset values (writedown in each year includes \$800,000 pertaining to the Association's capital stock acquired under mutualization plan)	<u>(10,049,461)</u>	<u>(4,000,000)</u>
Transfer from Investment Reserve	10,000,000	—
Transfer (to) or from Policyowners' Insurance and Annuity Reserve	(975,868)	9,087,605
Transfer (to) Contingency Reserve	<u>—</u>	<u>(9,100,000)</u>
Increase in Reserved Surplus	\$ 4,500,887	\$ 2,085,255
Reserved Surplus at Beginning of Year	<u>46,189,562</u>	<u>50,690,449</u>
Reserved Surplus at End of Year carried to the Balance Sheet	<u>\$ 50,690,449</u>	<u>\$ 52,775,704</u>

STATEMENT OF ASSETS



Only major change in new painting was addition of Fathers recognized in 1927—Robert D. Wilmot, N.B.; Sir William P. Howland, Canada; and John W. Ritchie, N.S.

The Assets of the Association were invested as at December 31, 1966, in the following manner:

15.60%	Bonds		
	<i>Government</i>		
	Governments of Canada, United Kingdom, British Commonwealth and United States of America	\$ 50,068,816	
	Canadian Provinces	37,849,419	
	Other	15,383,461	
	Total Government Bonds	<u>\$103,301,696</u>	
4.47	<i>Municipal</i>	<u>\$ 29,628,652</u>	
21.12	<i>Other Bonds</i>		
	Public Utilities and Transportation	\$ 36,588,932	
	Industrial and Miscellaneous	103,287,191	
	Total Other Bonds	<u>\$139,876,123</u>	
	Total Bonds	<u>\$272,806,471</u>	
4.29	Stocks		
	Preferred	\$ 3,872,758	
	Common	24,503,112	
	Total Stocks	<u>\$ 28,375,870</u>	
	Total Bonds and Stocks		\$301,182,341
40.71	Mortgage Loans on Real Estate		269,543,778
2.67	Head Office Premises and Properties Purchased for Income		
	Head Office	\$ 5,322,830	
	Held for Income	<u>12,342,489</u>	
	Total Properties Owned		17,665,319
11.14	Other Assets		73,811,718
100 %	Total Assets		<u>\$662,203,156</u>

OFFICERS

	J. K. Macdonald President		
	J. C. Davidson Executive Vice-President	W. J. Pratt, Personnel Executive	
Control	B. T. Holmes Vice-President and Chief Actuary	W. A. Allison, Director of Corporate Planning M. N. Brooks, Data Processing Executive P. D. Burns, Director of Systems Development and Computer Services	G. G. Myer, Actuary R. G. Stitt, Comptroller
Investment	W. J. Farmery Vice-President and Treasurer	F. B. Brooks-Hill, Associate Treasurer R. E. Malone, Associate Treasurer	D. H. Patterson, Investment Manager for the United Kingdom A. J. Trusler, Associate Treasurer
Secretarial	M. F. Auden Vice-President and Secretary	J. C. Mortimer, Assistant Secretary W. Wallace, General Auditor	
Legal	R. M. Bell Vice-President and General Counsel	W. R. Learmonth, Associate Counsel	
Individual Insurance	W. J. D. Lewis Vice-President, Individual Insurance	Canada G. M. Cameron, Agency Vice-President, Canada W. H. Bartlett, Superintendent of Agencies D. C. Bennett, Superintendent of Agencies M. J. Boyce, Superintendent, Marketing Support J. P. S. Costigane, Superintendent of Agencies F. P. Cronk, Superintendent of Agencies R. Gauthier, Superintendent of Agencies H. W. Merrick, Superintendent of Agencies	United States P. W. Lloyd, Director of Agencies, United States J. T. Birkenshaw, Superintendent of Agencies R. H. Kay, Superintendent of Agencies
	J. H. B. Clover Vice-President and General Manager for the United Kingdom	United Kingdom D. H. Patterson, Investment Manager for the United Kingdom K. Robson, C.B.E., M.A., M.D., F.R.C.P. (Lond.), Chief Medical Referee for the United Kingdom J. H. S. Thomas, Agency Manager for the United Kingdom R. E. White, Chief Actuary for the United Kingdom	Caribbean Paul Wortman, General Superintendent, Caribbean
			Administration G. W. Chalmers, Underwriting Officer D. C. Hartry, Superintendent of Agencies E. Ruse, Actuary J. E. Smart, Executive Secretary, Individual Insurance R. D. Wright, Superintendent of Agency Administration
Group Insurance	D. E. Watts Vice-President, Group Insurance	Sales D. A. Telfer, General Superintendent, Group Sales K. T. Paton, Superintendent, Group Sales, Canada W. J. Sweeney, Superintendent, Group Sales, United States Paul Wortman, General Superintendent, Caribbean	Administration J. M. Gill, Group Actuary J. B. Heard, Group Secretary R. L. W. Till, Group Actuary, Pensions
Medical		C. D. Gossage, O.B.E., M.D., F.R.C.S. (Edin.), Chief Medical Director H. E. Pugsley, M.D., F.R.C.P. (C), Medical Director	K. Robson, C.B.E., M.A., M.D., F.R.C.P. (Lond.), Chief Medical Referee for the United Kingdom H. A. W. Smith, B.A., M.D., Associate Medical Director

FIELD ORGANIZATION

Canada	City	Manager
British Columbia	New Westminster	G. W. Henderson
	Vancouver	
	Vancouver-Centre	D. R. McDougall
	Vancouver-West	W. Jahnke
	Victoria	W. H. Fuller
Alberta	Calgary	W. E. Purvis
	Edmonton	J. F. Roth
Saskatchewan	Regina	S. J. McKee
	Saskatoon	N. T. Crowell
Manitoba	Winnipeg	G. Hunt
Ontario	Barrie	H. K. Mitchell
	Brantford	H. W. Cowan
	Hamilton	
	Hamilton-Centre	H. J. Warner
	Hamilton-City	A. W. Brewer
	Kingston	J. L. Moore
	Kirkland Lake	A. P. Orr
	Kitchener-Waterloo	D. R. Armstrong
	London	H. H. Thomson
	Niagara Falls	E. D'Agostino
	Oshawa	V. Burke
	Ottawa	S. D. Robertson
	Peterboro	A. J. Gleeson
	Port Arthur	E. M. Scott
	Sudbury	D. J. Cahill
	Toronto	
	Toronto-Central	E. A. Cain
	Toronto-City	R. K. Topping
	Toronto-East	D. C. Luttrell
	Toronto-Eglinton	W. C. Weaver
	Toronto-Forest Hill	J. L. Lyons
	Toronto-North	D. G. McEwan
	Toronto-West	R. L. Mitchell
	Welland	S. C. Minor
	Windsor	B. F. McCann
Quebec	Montreal	
	Montreal-Central	M. Paquette
	Montreal-City	J. A. L. Heppner
	Montreal-East	L. J. Perreault
	Montreal-Peel	J. G. LeDroit

Canada (continued)

	Montreal-Royal	T. Demos
	Montreal-St. James	R. Desnoyers
	Montreal-St. Laurent	L. A. Baar
	Montreal-Victoria	B. Marano
	Montreal-West	J. G. Beausejour
	Quebec	R. Goyette
	Sherbrooke	A. Turcotte
New Brunswick	Fredericton	A. G. Andrew
	Saint John	R. E. Hart
Nova Scotia	Halifax	W. K. Webb
Prince Edward Island	Charlottetown	V. F. MacDonald
Newfoundland	St. John's	G. I. Hill

United States	City	Manager or General Agent
Alabama	Birmingham	Murphy & Co. Inc.
Connecticut	Hartford	Underwriters Service Inc., B. B. Kaplan, President
Delaware	Wilmington	Quigley Inc., P. W. Quigley, Sr., President
District of Columbia	Washington	Alton Inc., R. R. Parks, President
	Washington	Charles M. Fairchild
Florida	Miami	Hall Life Associates, Inc., F. S. Hall, President
	Miami	Inter American Life Underwriters Agency, Inc., M. Rivera, President
		Spradlin Life Associates, Inc., D. B. Loveday, President
	Tampa	
Georgia	Atlanta	Murphy & Co. Inc., K. J. Murphy, President
Hawaii	Honolulu	D. L. Mikaelian

United States (continued)

Massachusetts	Boston Worcester	Wm. L. McAree J. J. Pietro, Jr.
Michigan	Detroit Flint Grand Rapids Lansing	W. T. Fitzgerald W. S. Seymour R. L. Carpenter D. J. Moody
New Jersey	Newark	Life Service Agency Inc., Wm. S. Vogel, President
	Newark	Underwriters Service Agency of New Jersey, I. Stein, President
	Orange	Whitney Associates Inc., E. H. Whitney, President
	Pompton Lakes	Pettet Associates Inc.
Ohio	Akron	V. L. Woodrum
	Cincinnati	C. E. Romer
	Cleveland	
	Cleveland-West	R. D. Rufe
	Cleveland-Brokerage	Wm. A. Petrak
	Columbus	P. W. Haynes
Pennsylvania	Steubenville	F. C. Biggio
	Toledo-Brokerage	C. L. Mackall
	Philadelphia	
	Philadelphia-Springfield Philadelphia	G. H. Reuling, Jr. Yoskin & Co. Inc., J. Yoskin II, President
Rhode Island	Pittsburgh	The Wagner Agency, H. Wagner, President
	Providence	Underwriters Service Agency of Rhode Island Inc., A. A. Wells, President
South Carolina	Columbia	Murphy & Co. Inc.
West Virginia	Wheeling	Alfred Pauli Life Associates Inc., H. M. Lewis, President

FIELD ORGANIZATION (continued)

United Kingdom	City	Manager
United Kingdom	London	
	Chief Office	
	London-Brokerage	E. F. T. Desbois
	London-Central	E. Lowenstein
	London-City	W. F. Clover
	London-North	T. W. Matthews
	London-Port	D. J. Dunne
	London-South	S. Fowler
	London-West End	
	Belfast	J. J. Farquharson
	Birmingham-North	A. J. Reid
	Birmingham-South	F. F. Davison
	Brighton	S. J. Hawkins
	Bristol	J. B. Cockburn
	Cardiff	T. Sawford
	Glasgow	J. B. M. Thomson
	Hull	W. S. Jack
	Ipswich	H. F. Wood
	Leeds	S. P. Singer
	Liverpool	R. G. Duncan
	Manchester	S. R. Monk
	Newcastle	W. V. Anderson
	Nottingham	R. Oliver
	Plymouth	E. J. Dawson
	Reading	G. A. Blakesley
	Sheffield	J. B. Payne
	Southampton	E. F. Cross

South America

Venezuela	Caracas	P. Estevez N.
-----------	---------	---------------

Caribbean and Atlantic Islands

Manager or Agent

Barbados	Bridgetown	J. W. Highton
Cuba	Havana	G. L. Gomez
Curacao	Willemstad	A. de Marchena
Dominican Republic	Santo Domingo	E. Villanueva

Caribbean and Atlantic Islands (continued)

Jamaica	Kingston	H. D. M. Orrett
Puerto Rico	Hato Rey	D. R. Mulholland
	Santurce	A. Bermudez L.
Trinidad	Port-of-Spain	W. M. Date
	San Fernando	D. D. Evelyn

Central America

Mexico	Mexico, D.F.	
--------	--------------	--

Group Sales Offices

Canada		
	Toronto	R. W. Runnalls, Group Pensions, Sales Manager
		W. G. Manning, Group Insurance Manager
		Special Accounts, Canada
	Vancouver	R. F. St. John, Manager
	Calgary	K. J. Pollock, Manager
	Winnipeg	J. G. Smith, Representative
	Sudbury	R. J. Wilcox, Manager
	Toronto	B. W. Carpenter, Manager
	Moncton	C. H. Costwell, Manager
	Montreal	F. J. O'Neill, Manager

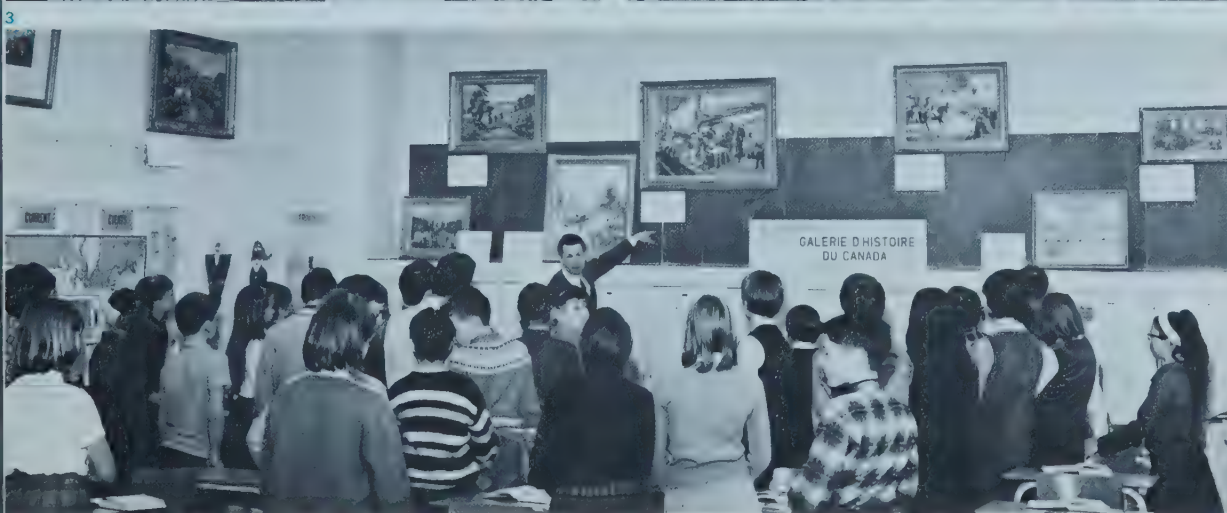
United States		
	Toronto	D. M. Hare, Group Insurance Manager Special Accounts, United States
	Atlanta	H. P. Decker, Representative
	Boston	J. J. Kelliher, Manager
	Chicago	J. E. Nettleton, Manager
	Detroit	G. K. Godfrey, Manager
	Philadelphia	

Caribbean		
Dominican Republic	Santo Domingo	D. Barrera G., Representative
Puerto Rico	Santurce	J. Cruz, Representative
Trinidad	Port-of-Spain	C. P. D'Arcy, Representative
Venezuela	Caracas	G. Martinez, Representative

Investment Branches	City	Manager
		Mortgage Manager
British Columbia	Vancouver	G. A. Mavety
Alberta	Calgary	F. A. McQueen
Manitoba and Saskatchewan	Winnipeg	F. J. Cameron
Ontario	Toronto	C. E. Storey
Quebec	Montreal	N. A. Rattray
United Kingdom	London	D. H. Patterson
		Investment Manager
		R. O. Lofts, Mortgage Officer

Photographs and sketches copyrighted Confederation
Life Association unless otherwise stated

A TRAVELLING GALLERY



Since being displayed at the annual meeting a year ago Confederation Life's 40 Canadian historical paintings have enjoyed 14 major exhibitions at home and abroad. For a month centred on the July 1-July 4 *International Freedom Festival* holiday they were at the Detroit Historical Museum.

1 British Columbia's Premier W. A. C. Bennett accepts token of a copy in oils of *The Cariboo Road* at Vancouver's Pacific National Exhibition.

2 Paintings provided novel atmosphere at Red Cross community blood donor clinic in company auditorium

3 At John Ross Robertson Public School a classroom becomes an art gallery, to delight of the children.

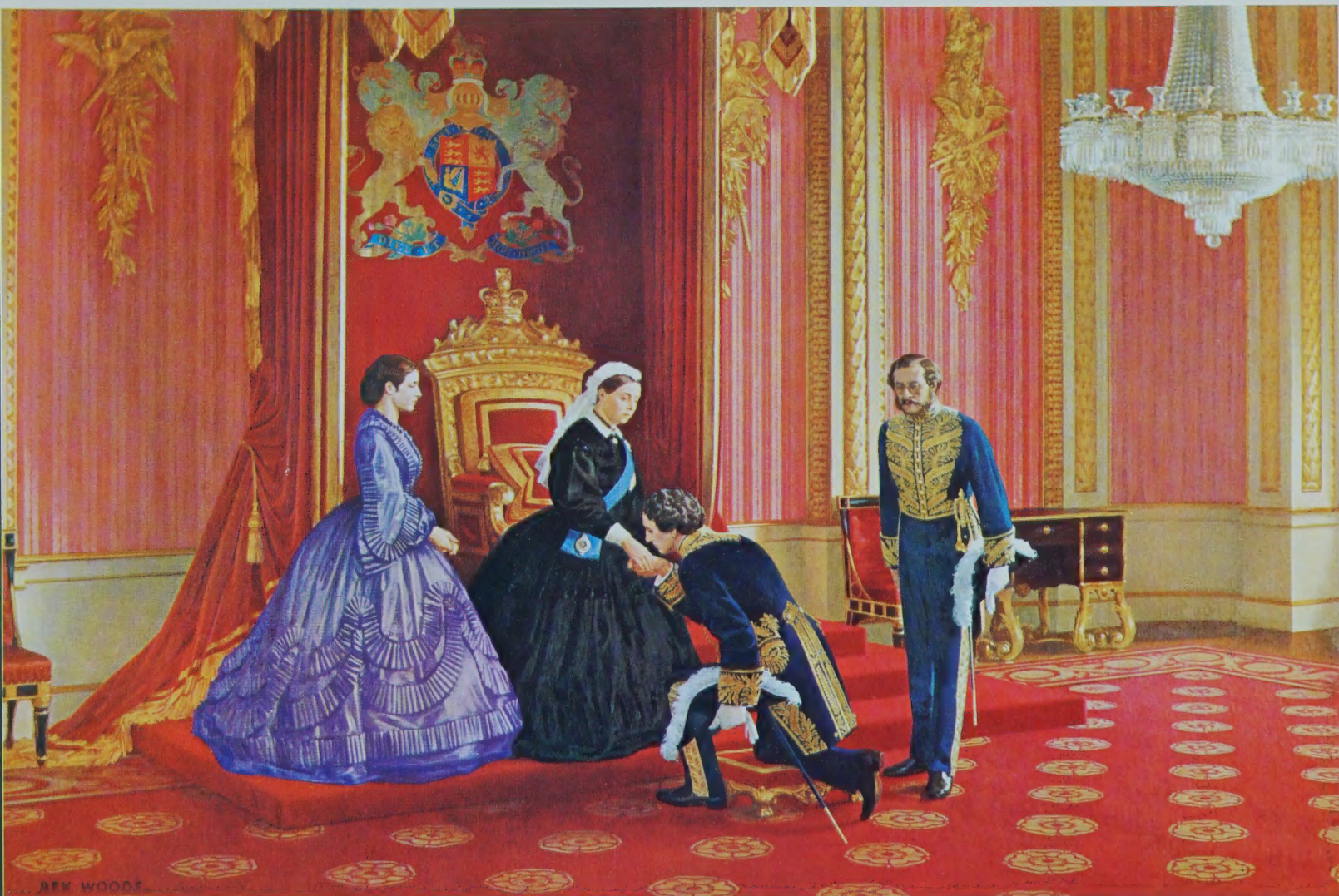
4 Larger paintings rode with passengers on a flight to London, via Amsterdam. An exhibition in *Sir John A. Macdonald House* marked opening of Canada's Centennial



The forty paintings commissioned by Confederation Life since the 1927 Diamond Jubilee of Confederation have been exhibited widely. In addition they have carried Canada's story to many corners of the world as calendars, colour slides, prints and illustrations, in film and on television. Millions of copies have been provided for teachers and students in various forms.

In response to an increasing number of requests for subjects not readily available, two *Centennial Portfolios* are being issued. At a very nominal cost it will now be possible to obtain all forty of the paintings in print form, as well as the new painting of *The Fathers of Confederation*. Portfolio No. 1 will contain 20 matted prints measuring 20" by 16" to fit a standard frame. Each province and territory will be represented, together with events leading to Confederation. Portfolio No. 2 will contain the remaining 21 pictures in the collection. Each will be in an attractive portfolio in a protective mailing carton. They will be available after March 1 through the Head Office or Branch Offices.

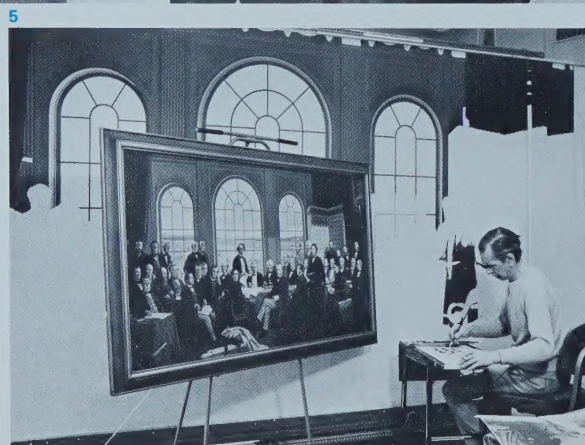
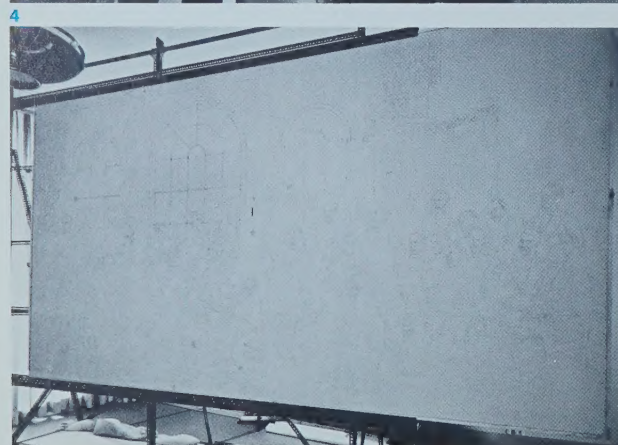
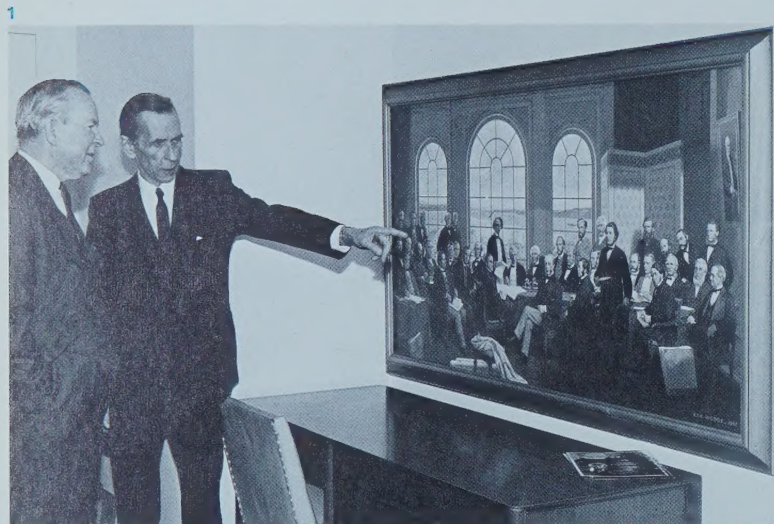
Prints shown on this page are: The First British Flag on North America—1497, Champlain in Huronia—1615, The Fathers of Confederation in London—1866, and Canada's Prime Ministers Since 1867.



A QUEEN'S TRIBUTE

Queen Victoria honours John A. Macdonald with a private audience in Buckingham Palace, February 27, 1867. Present are Princess Louise and Lord Carnarvon, colonial secretary.

THE CENTENNIAL PAINTING



1 Prime Minister L. B. Pearson asked artist Rex Woods some very penetrating questions on viewing preliminary painting of "Fathers."

2 Small painting fascinated the Charlottetown group who portray wives of the Fathers of Confederation.

3 Confederation Life's 10th floor board room provided ideal studio for the painting going to Ottawa.

4 Completely mobile easel was designed to facilitate the commission. Pencilled outline had been finished at this stage.

5 When the artist adds his signature he will have devoted almost three full years to the great undertaking.

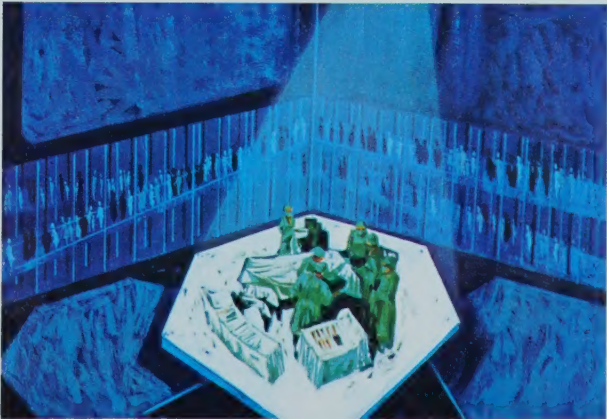
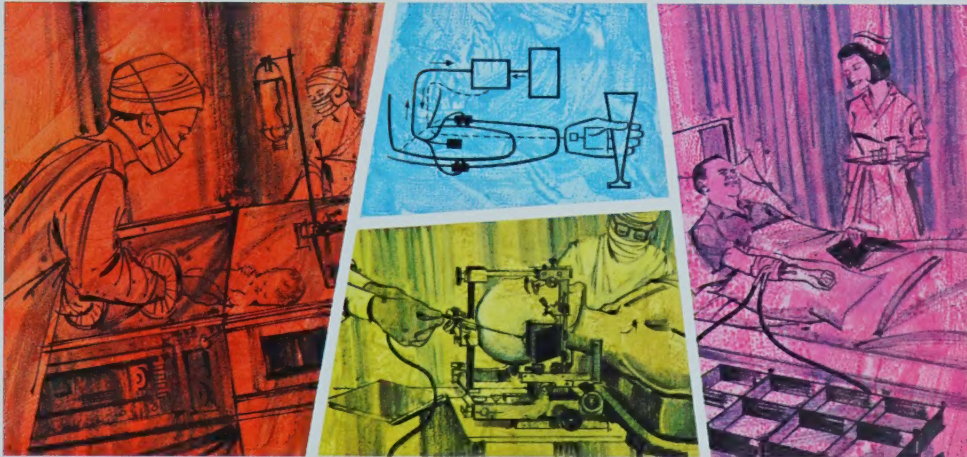
Man and His Health

PAVILION



EXPO 67 holds a mirror to *Man and His World*. Visitors enter a wonderland of futuristic pavilions and exhibits reflecting man's achievements in science, industry and the arts. The emphasis is on education—the accent on entertainment. Here are gathered the finest actors, dancers, comedians, singers and musicians. From April 28 to October 27 Canada welcomes some 70 countries to an international birthday party in Montreal, as a nation celebrates 100 years.

One of the most exciting chapters in the story of *Man and His World* is the *Man and His Health* pavilion. Here is pictured man's struggle for knowledge of himself and of the advances that affect the lives of all. Some of the mysteries of modern medical science are explained through live demonstrations on six stages and by film on three huge overhead screens. It is both astonishing and inspiring. Confederation Life is proud to be one of the life insurance companies in Canada sponsoring *Meditheatre* as their joint Centennial project.



Confederation Life
ASSOCIATION

Head Office : 321 Bloor Street East
Toronto 5, Canada

Lithographed in Canada by Southam•Murray